

Year Ended September 1999 – Buffalo

233 Markets (More than 1 passenger/day)
 2,931,150 passengers
 \$175 Average Fare
 846 Mile Average Trip
 20.7 cents/mile Average Yield

- 1997, only one out of 238 Buffalo markets (Orlando) had a low-fare competitor.
- For the YE September 1999, eight Buffalo markets enjoy low-fare competition:

Airtran in Buffalo - Atlanta, Ft. Lauderdale, Gulfport, Savannah and Valparaiso markets.

Vanguard in Buffalo – Chicago, Kansas City, and Minneapolis

- Airtran is also present to a lesser degree (market share of less than 10%) in an additional 12 Buffalo markets.
- Vanguard is present to a lesser degree in two additional Buffalo markets.
- Vanguard entered Buffalo – Kansas City, Minneapolis, and Chicago in the third quarter of 1999. The effect on traffic and fares in these three markets has been swift and dramatic:
 - ⇒ Traffic in all three markets has more than doubled.
 - ⇒ Average fares are down by 30% to 50% compared to one year ago.

Buffalo to:	Nonstop Distance	98/3 Passengers /day	99/3 Passengers /day	% Change in Passengers	98/3 Avg One-Way Fare	99/3 Avg One-Way Fare	% Change in Fare
Kansas City, KS	872	44	104	136%	\$192	\$138	-28%
Chicago, IL	468	325	723	122%	\$217	\$114	-47%
Minneapolis, MN	735	84	222	164%	\$221	\$135	-39%

- Airtran has also had an extremely positive impact on Buffalo markets, including markets in which it holds a relatively small market share.

Airtran YE Sept-99 Mkt Share	Buffalo to:	1997 Passengers	YE Sept-99 Passengers	% Change	1997 Average Fare	YE Sept-99 Average Fare	% Change
52%	Valparaiso, FL	1,550	3,890	151%	\$210	\$150	-29%
31%	Atlanta	86,290	168,470	95%	\$182	\$118	-35%
23%	Savannah	5,790	10,840	87%	\$168	\$127	-24%
14%	Gulfport	590	1,880	219%	\$230	\$148	-36%
13%	Ft. Lauderdale	57,270	70,460	23%	\$134	\$128	-4%
10%	Memphis	9,690	18,070	86%	\$246	\$146	-41%
9.5%	Tampa	73,880	100,310	36%	\$139	\$125	-10%
8%	Houston	30,270	45,720	51%	\$288	\$187	-35%
8%	Knoxville	4,730	7,470	58%	\$225	\$133	-41%
6%	Ft. Myers	33,350	42,190	27%	\$141	\$130	-8%

6%	Dallas	47,670	71,830	51%	\$246	\$186	-24%
6%	Orlando	171,070	222,020	30%	\$129	\$108	-16%
5%	New Orleans	17,470	26,760	53%	\$209	\$146	-30%
5%	Greensboro	10,850	15,320	41%	\$172	\$150	-13%
5%	Miami	30,480	37,430	23%	\$168	\$146	-13%
4%	Jacksonville, FL	14,450	24,200	67%	\$187	\$134	-28%
3%	Raleigh Durham	22,420	31,450	40%	\$160	\$150	-6%

- 16% of Buffalo's total O&D traffic flew in the eight markets with low-fare competition for YE 9/99.
- Vanguard and Airtran combined carried nine percent of Buffalo's O&D traffic YE 9/99.